

THE MOHAIR INDUSTRY

A CHEERFUL OUTLOOK FOR THE
GOAT RAISERS.

FIRST FACTORY ON THE COAST

TO BE BUILT AT SALEM AT AN
EARLY DATE.

Oregon people are greatly interested in the mohair product, for a variety of reasons. We can and do raise some of the finest Angora goats in the world; in fact, a Salem man has the reputation of making the best shipment of mohair ever sent from this coast. Oregon has the best adopted land in the world for raising the goats, and she has that peculiar climate with a soft, moist atmosphere so needful in the combing and spinning of the mohair.

In view of the fact that Salem is about to establish the first mohair factory on the Pacific coast, the following facts are published from the American consul at Bradford, England:

In the last few months immense fortunes have been made in Bradford, England, in the mohair business. The price of the raw material has increased from 24 cents to 64 cents per pound, or more than 165 per cent; of yarn (two fold 32s light gray Turkey mohair from 48 cents to \$1.03 per pound, an increase of nearly 115 per cent, and of the finished product suitable for linings, dress goods, summer coatings, etc., from 17, 21, 23 and 27 cents per yard a year ago to about 70 per cent above these prices. One firm of manufacturers is alleged to have cleared \$5,000,000 in less than five months. Half a dozen other firms, including spinners and raw-material dealers, are reputed to have done almost as well, while merchants and all others who have been in a position to buy or sell the hair, the yarn or the fabric have made great profits. The cause of this great furor in mohair has been the change in fashion and the return of mohair and lustre fabrics to popularity last spring. Any one who had a large quantity in stock had a fortune in his hands, as had any who, foreseeing the continued demand, had sufficient faith to keep on buying even at the advanced prices asked. It is predicted that mohairs will continue in style for another season or two and many are shaping their course accordingly. Bradford, in the mean time, is enjoying a commercial prosperity such as it has not known since 1870-3. Not only has the trade in mohair products increased, but also in woolen and worsted goods and dress stuffs. The beginning of the year found the merchants of the world with practically empty shelves. There had been a great wave of depression. People were either unable to buy, or in the face of the hard times every where manifest they had economized and stopped buying. Now there is a demand for Bradford products not only in the English home trade, but in the United States, in South America, Mexico, and all the countries of Europe, Asia and Africa. In the face of this demand, which cannot be fully supplied, prices have advanced all along the line, but more particularly in mohair. To Amos Crabtree, Esq., a director of the Bradford Chamber of Commerce, and a most intelligent and enterprising dealer in mohair, I am indebted for much of the appended information.

History of Mohair Manufacture.—The business in mohair was commenced about fifty years ago, the raw material being imported into London and Liverpool exclusively from Asia Minor by several Greek firms. When the spinners wanted mohair they had to go to London or Liverpool to buy it. But thirty years ago one of the Bradford mohair merchants began to import it direct from Constantinople, and these direct importations have since developed so extensively that now the bulk of the mohair grown in Asia Minor and South Africa is brought to Bradford in that way. The spinners have no occasion to go out of town to buy, as they can supply their wants from the large stocks regularly held here.

For some years after the commencement of the business, by reason of the bright, slippery nature of mohair, the spinners could not comb it by itself; they had to mix long English luster wool with it. But that difficulty has long since been overcome, and now almost anybody can comb it.

Supply countries.—There are two sources of supply, viz. Asia Minor and South Africa. Asia Minor is the natural home of the angora goat. The country is very mountainous and covered with trees and shrubs, on which the animals chiefly feed. This kind of country appears to be much more suitable for the goats than a flat, grass country. A large portion of South Africa being of a similar nature to Asia Minor, it occurred to a few enterprising farmers of the Cape Colony, about thirty years ago, that it would be a desirable thing to get

some angora goats from Turkey and try to grow mohair. At that time the Turkish government was willing to allow the animals to be sent out of the country, and ship-loads of pure bred angoras were brought away from time to time, until the government became alarmed and prohibited their exportation. The business proved so successful that now the Cape mohair exceeds that of Turkey. For a time it was doubted if the Cape farmers would be able to keep up the breed and continue to send hair of the right class, but there is no doubt now that they can, and in proof of this there has just been received from South Africa a large number of prize fleeces, clipped this year, which are everything that can be desired.

The Jump in Prices.—Not for fifteen years has there been such a rapid rise as the one that has just taken place. In January of this year the price of best Turkey fleece was 29 cents per pound. It remained at that figure during February and March. In April it was 31 cents per pound; in May 38 cents was paid; then in June it jumped, in one week, to 48 cents; now it is 64 cents per pound and still on the rise. Notwithstanding the demand was real and not speculative, and turns out to have justified the rise, many of the spinners and merchants refused for a time to follow the upward movement, not having confidence that it had come to stay. In 1898 and 1899 there were similar nores, not, however, so great, but those rises were quickly followed by great and sudden drops, and it was his very recent experience that caused most people to be cautious.

There is one point more that is worthy of attention, viz., the improvements which have taken place in machinery during the past few years. These have enabled spinners to deal with the short mohair in a way that could not have been possible fifteen or twenty years ago. Large quantities of short mohair are now successfully manipulated in Bradford and district, and formerly had to be sold to the woolen people. Added to these improvements, there is the other advantage of the greater suitability of the English climate over that of other countries for the combing and spinning of mohair, and it is therefore asserted that it is a very difficult matter indeed for others to compete with Bradford.

The Goat at Home.—Though it is understood that the Turkish government prohibits the exportation of the angora goat, I am told that the prohibition is not strictly enforced, and that it would not be difficult for the southern farmers to import goats for breeding purposes, thus beginning with a fresh and pure blood.

There are a great many varieties of mohair grown in Turkey, such as kaybar, angora, gerech and castamboul, but one feature is very prominent—it is nearly all a good length. The Turks allow the hair to remain in the animals the full twelve months; they clip only once a year, and the result is they produce a beautiful, bright fleece, the staple of which is eight inches in length.

In South Africa.—Some good long hair comes from Cape Colony, but the bulk of the summer fleeces is only of medium length—only 5 or 6 inches—the reason of this lack of length being that the growers in South Africa, believing they get a greater weight, clip twice a year. The first clip is taken in April, and is of about seven or eight pound growth. This is the longer hair, and is called the summer fleeces. Toward the end of August they clip the animals a second time and this is the short winter hair—about two or three inches long. There is no doubt that if the South Africa growers would allow the hair to remain on the animals a longer time they would produce as good mohair as that which comes from Turkey. The Bradford chamber of commerce has taken this matter up and urged the Cape farmers to grow a full season's clip. Strangely enough, transactions of the United States have been cited to them as the reason why they should produce a long staple. It has been pointed out to them that United States buyers have purchased largely from Constantinople, but have not purchased a pound from Cape Colony for the reason that the Turk shears but once a year, giving a fine, full staple, while the African farmer shears two or three times to get a greater weight, but to the detriment of his product.

The most remarkable feature of the mohair trade is the enormous increase in the production in South Africa. From nothing at all 30 years ago, it has, from its commencement at that time, increased year by year, until now the exports from the Cape are 21,000 bales of 450 pounds each per annum. There is still a considerable space of the country suitable for the cultivation of angora, where the farmers have no goats, and the recent enormous rise in the price is causing these farmers to turn their attention to the business, and it is reported there will be a further increase during the next two or three years.

Although the Turks are a much slower people than the people of South

Africa, they have increased their production also very largely. From 1863 to 1873, about 25,000 bales were exported from Constantinople yearly. From 1873 to 1883, about 33,000 bales was the average, while from 1883 to 1893, it was about 40,000 bales. Since 1893, the exports have averaged 42,000 bales yearly. The bales from Turkey weight 170 pounds each.

Uses of Mohair.—Mohair has always been considered a fickle article. When it is in demand, it suddenly rises from 10 to 30 per cent.; when, on the other hand, trade is quiet, it is difficult to sell at almost any price. Up to the end of 1875 the price of mohair ruled between 73 cents and 97 cents per pound. This was the time when the fashion for ladies' dress goods ran on bright fabrics, of which "glaces" made from mohair were an important class. Soon after that time, fashion changed to soft goods made from merino wools, and although during the past twenty years several attempts have been made to introduce mohair goods, they have never been in fashion until the present time. This period from 1875 to 1895 has been a most trying one for mohair spinners and manufacturers, and the price has been considerably lower than was ever known.

Besides being used largely for dress goods in the old days, and also now again, the principal use of mohair is for the two-fold yarns for braids and for plush; for which purposes it is peculiarly suitable. There is no fibre that wears so well as mohair in the form of either braid or plush. Fine mohair braids were formerly largely used for the edges of men's coats and vests, but since the sewing machine has come so generally into use, thus enabling neater edges to be made, these fine braids do not seem to be required, and that portion of the trade has been the most depressed for a number of years. When the price was so low, the article was used for a number of purposes for which it is now too dear. There is some used in the woolen trade for mantle cloths.

A large proportion of the mohair farms spun in the Bradford district, especially two-folds, goes to Germany and France; but very little raw material is manipulated abroad, and the explanation appears to be that the climate of England is more suitable than that of any other for the combing and spinning of mohair.

HOW THE NICARAGUA CANAL
SHOULD BE BUILT.

A writer in Scribner's says, that as to the Nicaragua canal, it would certainly be gratifying to national pride to have Americans succeed where the French have made such a disastrous failure. Without discussing the questions of commercial or military necessity three things are worth considering:

First: That if the United States builds this canal, they should own the territory through which it passes, by purchase outright from Nicaragua. Perhaps here is a use for some of the silver that is hoarded in our treasury.

Second: That there should be no underestimating the cost. All the various contingent items, so foolishly overlooked in the instances quoted, should be liberally provided for.

Lastly: The United States should make it a free canal, with no tolls except sufficient for maintenance, and open to all nations both in peace and war. This should be her gift to the world.

Looked at in this generous way, we need not consider the question of the number of vessels that would pass through it, or the tolls they could pay. We do say that the amount of commerce that passes the Suez canal, and would pass the Nicaragua canal, is insignificant in proportion to the domestic commerce of the lakes.

The amount of freight passing through the Detroit river last year is more than double that which would pass both Isthmian canals, and it is increasing much faster than that would do.

The wealth of the Orient appeals to the imagination; but the more prosaic products of our own land—the grain, the lumber, the ores, the coal, and the myriads of manufactured articles which float down the great lakes, and through the rich valleys of central New York, far exceed in importance and in value.

Another man is going to work the town with a series of "prophecies."

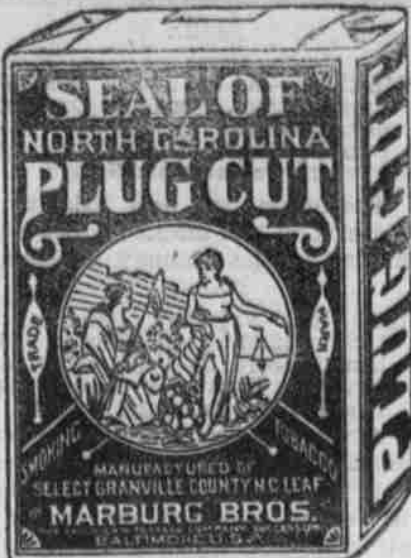
What Salem wants is not more "needs" but more deeds.

STATE OF OHIO, CITY OF TOLEDO, ss.
LUCAS COUNTY.
Frank J. Cheney makes oath that he is the senior partner of the firm of F. J. Cheney & Co., doing business in the City of Toledo, County and State aforesaid, and that said firm will pay the sum of ONE HUNDRED DOLLARS for each and every case of Catarrh that cannot be cured by the use of Hall's Catarrh Cure.

FRANK J. CHENEY
Sworn to before me and subscribed in my presence, this 6th day of December, A. D. 1896.

A. W. CLEASON,
Notary Public

Hall's Catarrh Cure is taken internally and acts directly on the blood and mucous surfaces of the system. Send for testimonials, free.
F. J. Cheney & Co., Toledo, O.
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Fourth entertainment of the Y. M. C. A. course.
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Miss Celia Schiller, pianist.
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Prices no object. Many attractive and useful Holiday Goods still in stock. Silk Handkerchiefs, silk mufflers, silk mittens, linen handkerchiefs plain and embroidered, umbrellas, hosiery, underwear, &c. Remember, prices no object.

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FOUND.—On the Silverton Salem stage route, a ladies' purse, containing a sum of money. Owner can have same by proving property. Inquire of Silverton stage driver. 12-31-96

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FOUND.—On Trade street a key. Owner call at Journal office. 12-26-96

A FARM.—To rent on easy terms, enquire one block west of North Salem school. R. B. Crayton. 12-29-96

LOST.—A heavy ivory headed hickory cane bearing the inscription of the owners name "A. I. Taylor Oakland, Cal." Finder please leave at Journal office. 12-28-96

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DR. WILLIAMS' PINK PILLS FOR PALE PEOPLE
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All Kinds of Plate, Crown and Bridge Work.

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COR STATE and LIBERTY STREETS, SALEM

The Salem
Woolen Mills Store.

The Clothing Business in Salem during the past year, has, in a general way, had its rough sailing. But the Woolen Mills Store has stood like Gibraltar and sold the most and best goods. Its home-made and all-wool goods, coupled with square dealing, has done that business, and the intention of the managers is to put in a large stock the coming season at prices that will correspond with small incomes, and at the same time the standard of these popular goods will be full kept up, and its many friends and patrons can rely in the future on getting reliable goods, the same as in the past.

NOTICE.
There will be a meeting of the stockholders of the Thomas Kay Woolen Mill Company held in their office in Salem, Or., Friday January 3 1896, at the hour of 2 o'clock p. m. for the purpose of considering the question of increasing the Capital Stock of the Company to \$100,000—by order of the president.
R. H. CUSHOW
SECRETARY.
12-28-96.

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